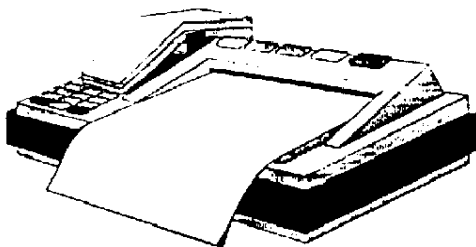


SENDING A FAX!!



DATE: 9-12-97

TO: Bruce Mattice / Kim

FROM: J. CAMPBELL / R. J. REYNOLDS TOBACCO COMPANY
OFFICE (716) 634-4179 / FAX (716) 634-3145

VM
9/17/97

NUMBER OF PAGES (INCLUDING COVER PAGE) 3

COMMENTS: Hi Bruce/Kim - Here is revised
letter - Please issue PO# &
fax back to my attention.
(Thanks, Judy)

(518)
581-1300
X321

51854 9347

COPY

Cons Mgr

Cell Drive

msville, NY 14224

145

all as 534
motion
nation is

51854 9349

MESSAGE CONFIRMATION

DATE:09/12/97 TIME:09:53

ID:BFLO RJR

| DATE | TIME | TX-TIME | DISTANT STATION ID | MODE | PAGES | RESULT |
|-------|-------|---------|--------------------|------|-------|--------|
| 09/12 | 09:52 | 01'02" | 51850113097 | G3-S | 003 | OK |

51854 9348

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

August 22, 1997

RJR Account #441643

B. Mattice
STEWARTS

(518-581-1309 fax)

OCTOBER WINSTON B2GF CAP / PROMOTION #700927

Dear Bruce:

WINSTON regular product has been ordered (see quantities listed below), as well as **534** skus of B2GF Cap Sleeves / Displays (Item #529301) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

| <u>UPC Code</u> | <u>WINSTON</u> <u>Brand Style</u> | <u>Case</u> <u>Size</u> | <u>#/ Cases</u> |
|-----------------|--------------------------------------|----------------------------|------------------|
| 12300-11112 | Light | 12M | 10 10 |
| 12300-11906 | Light Box | 6M | 10 20 |
| 12300-11012 | Full Flavor | 12M | 10 |
| 12300-11212 | Full Flavor Box | 12M | 10 |

9/22/97

~~PO #001507~~ PO #

Product / Premium Arrival:

September 15, 1997

Ship Date to Retail:

Week of: September 23, 1997

SKU CUBE:

2.5480

SKU WT (w/o Product):

8.2000 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Full Price Cartons

EFT \$ Amount:

~~\$25,530.12~~

Non-EFT \$ Amount:

\$N/A

\$ 29,969.45

51854 9349